Platformers' Days

Service Manual For Exhibitors

General Guidelines And Terms And Conditions

www.platformers-days.de

The Platformers' Days in Hohenroda and the Platformers World in Hanover are organized in co-operation by

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The Concept Behind The Platformers' Days

Industry Forum

Since the Platformers' Days premiered in 1999, the event has undergone a process of constant change. Yet despite the growth, the organizers have not lost sight of one thing: the desire to provide everyone who requires information about lifting and access equipment with an event where they can thoroughly acquaint themselves with the product

Height In Mind

After many successful events, the Platformers' Days have established themselves as the sector’s barometer. Having started as a sort of mini trade fair for work platforms, the Platformers' Days are by now the most important event for lifting and access equipment in Europe’s German-speaking area. The Platformers' Days are not a competition, however, or a trade fair at which the exhibitors present their entire range of equipment and services, thereby providing the visitor with information overload. At the Platformers' Days, each exhibitor presents a selection of equipment that they consider important. The additional product range is also limited: only those products that address the needs of the visitors may be displayed in Hohenroda. Moreover, it is the aim of the Platformers' Days to be a forum for suppliers and potential buyers that promotes a lively exchange of ideas

Getting In Touch

Away from the hectic daily routine, all the participants, exhibitors and visitors should have the opportunity to make contacts that otherwise would not come about. The Platformers' Days offer the chance to meet colleagues from within the sector at a personal level, and to receive suggestions and stimulating ideas in a convivial environment that encourages issues to be viewed from a different perspective

Pleasant Platformers' Days

The calm and laid-back atmosphere of the backdrop allows everything else to fall into place. The possibility of staying in close proximity to the exhibition site makes the Platformers' Days a pleasant mix of work and relaxation: no stress, no long inbound journey, no having to look for a place to park, flexible opening times. For this reason the Platformers' Days' claim is ‘Pleasant Platformers' Days!’

Dates

Event	Platformers' Days 2012	
Claim	Mobile working platforms and lifting technology in Hohenroda	
Timing	7 and 8 September 2012	
Opening Hours (For Visitors)	Friday 7 September Saturday 8 September	10.00 am to 6.00 pm 10.00 am to 4.00 pm
Site Of Event	Hessen Hotelpark Hohenroda Schwarzengrunder Strasse 9 36284 Hohenroda	
Telephone	+49 6676 18 1	
Telefax	+49 6676 1487	
Stand Set-up	Open-air area from Tuesday 4 September, 1.00 pm Exhibition hall from Thursday 6 September, 9.00 am Exhibition stand set-up must be finished completely by Thursday 6 September, 10.00 pm	
Deliveries	The following rules apply to the delivery of exhibits: Large equipment and transport vehicles like low-bed trailers must be Delivered by Wednesday 5 September, 10.00 pm at the latest All other exhibits by Thursday 6 September, 8.00 pm at the latest	
Dismantlement	Exhibition hall until Sunday 9 September, 11.00 am Paved/tarred open-air area until Monday 10 September, 8.00 pm Other outdoor areas until Tuesday 11 September, 8.00 pm	
Parking lots	Parking lots for passenger cars of exhibitors and visitors directly at The exhibition site Separate parking lots for trucks and lorries near to the exhibition site Lots for caravans on request	
Organizers	Vertikal EVENTS Oliwer Sven Dahms	Willenbrock Concept Reinhard Willenbrock
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Approved Items

The following exhibits (exhibition items) are permitted:

Mobile working platforms and lifting technologies of which the purpose is to lift people or material. This includes, among other things:

Trailer-mounted boom lifts, truck-mounted boom lifts, scissor lifts, telescoping boom lifts, articulated jib boom lifts, passenger lifts, transport trailers, low-bed trailers, material lifts, miniature cranes, vehicle cranes, crawler cranes, mobile cranes, forklifts, telehandler (This is just to name a few. We do not assume warranty for the completeness of the list)

Services and items which are directly related to application, operation, maintenance, servicing and hiring of mobile working platforms and lifting technology such as: Industrial safety, battery and loading technology, financing and leasing, lubricants, aggregates and maintenance, measuring and control engineering, insurance

At the Platformers' Days, each exhibitor will present a small range of exhibits which is considered to be important. Each exhibitor with machinery and equipment in the outdoor area may exhibit up to four pieces of equipment – with the exact number being dependent on the size of equipment and the participation fee paid. Component suppliers without machinery are exempt from this rule. A special arrangement can be found for large equipment on agreement with the organizers

All exhibitors are required to register exhibits in advance. Please use the fax form ’2012-05 exhibits’ for this purpose and return it by 31 July at the latest

Stand Construction And Advertising Appearance

General

Each booth is equipped with a V 220 AC socket. A high-voltage V 380 AC socket is available on demand only

No exhibition stand set-up is possible in the open-air area or the exhibitor hall. Normal trade fair stands have been dispensed with. Containers and superstructures are not permitted

Permitted are give-aways, flags, brochure stands, individual advertising signs and panels, posters, signs with information on the performance specifications of exhibits

Acoustic means of advertising (announcements, advertising jingles etc.) are not permitted

Compressed air, water or wired telecommunications connections are not available

A central catering is organized. Exhibitors are not to provide separate catering services to visitors at their stands

Load carrier (forklift/crane) can be ordered by transmitting the fax form ‘2012-06 Load Carrier’. Please return by 31 July at the latest

Exhibition Stand Construction Open-air Area

Exhibitors in the open-air area may set up pavilions or tents up to a total size of 18 sq. m.

Electrical connection (V220/V380) is to be ordered by transmitting the fax form ‘2012-05 Exhibits’. Please return by 31 July at the latest

Exhibitor Stand Construction Exhibition Hall

Exhibitors in the exhibition hall will be provided with stands equipped with chairs, tables, partition walls, light and power supply which may be decorated individually with advertising signs. It is not permitted to set up own exhibition stands

Notebook, laptop, beamer, OHP presentations may only be accompanied by acoustic elements to the extent if this does not constitute a nuisance to neighboring stands and visitors

Suspensions are not permitted

Survey Of Performances 1 (For exhibitors fair hall)

1. No processing fee is charged

2. Contribution for marketing and advertising is included in the price for the stand

3. WiFi around the exhibition ground is included in the price for the stand
   Connectivity may vary and can't be guaranteed at any time

4. All exhibitors will be listed on the Platformers' Days website with a link to their own website. This service is free of charge

5. Sidewalls, tables, chairs, a current socket 220V/10A and lightening are included in the price for stands in the exhibition hall

6. The stands 'Basic' and 'Comfort A' are open on one side to the floor
   The stands 'Comfort B' and 'Premium' are open on two sides to the floor

7. Per full € 1,000.00 paid in participation fee exhibitors receive one VIP catering voucher free of charge. The VIP catering vouchers are valid during the entire duration of the fair including the popular Platformers' Days party which is taking place Friday night
   VIP catering vouchers can be used for own staff as well as for customers and visitors

8. Additional VIP catering vouchers are available for exhibitors at a reduced price of € 25.21 each

9. All exhibitors will be provided with personalised nameplates for the whole staff at the Platformers' Days. This service is included in the price for the stand

10. Per full € 1,000.00 paid in participation fee exhibitors receive 100 labels for daily mail free of charge to inform customers about the participation in the Platformers' Days

11. Additional labels for daily mail are available for € 10.00/100 pcs

12. Per full € 1,000.00 paid in participation fee exhibitors receive 100 reminder cards for mailing free of charge to inform customers about the participation in the Platformers' Days

13. Additional reminder cards are available for € 10.00/100 pcs

Survey Of Performances 2 (For exhibitors open-air area)

1. No processing fee is charged

2. Contribution for marketing and advertising is included in the price for the stand

3. WiFi around the exhibition ground is included in the price for the stand
   Connectivity may vary and can't be guaranteed at any time

4. All exhibitors will be listed on the Platformers' Days website with a link to their own website. This service is free of charge

5. One current socket 220V/10A is included in the price for stands on open-air site
   Additional sockets 220V/10A are available for € 20.00 each
   Current sockets 380V/16A are available for € 50.00 each

6. Per full € 1,000.00 paid in participation fee exhibitors receive one VIP catering voucher free of charge. The VIP catering vouchers are valid during the entire duration of the fair including the popular Platformers' Days party which is taking place Friday night
   VIP catering vouchers can be used for own staff as well as for customers and visitors

7. Additional VIP catering vouchers are available for exhibitors at a reduced price of € 25.21 each

8. All exhibitors will be provided with personalised nameplates for the whole staff at the Platformers' Days. This service is included in the price for the stand

9. Per full € 1,000.00 paid in participation fee exhibitors receive 100 labels for daily mail free of charge to inform customers about the participation in the Platformers' Days

10. Additional labels for daily mail are available for € 10.00/100 pcs

11. Per full € 1,000.00 paid in participation fee exhibitors receive 100 reminder cards free of charge to inform customers about the participation in the Platformers' Days

12. Additional reminder cards are available for € 10.00/100 pcs

13. Load carrier (forklift or crane) for loading and unloading are available on site individually. This service is not included in the price for the stand

Exhibitors Staff

Staff of exhibitors is to be registered and equipped with nameplates. The names of staff members are to be reported to the organizers by E-Mail. For this purpose you will find an Excel file on the enclosed data carrier. Please return by 30 June at the latest

Exhibitors will receive a free-of-charge quota of VIP catering vouchers for their exhibition staff for central catering in the exhibition hall. Per full € 1,000.00 paid in participation fee exhibitors receive one VIP catering voucher free-of-charge. For additional staff VIP catering vouchers are available at a reduced price of € 25.21 each

Catering

No catering by exhibitors is necessary. At Platformers' Days, there will be a central catering area in the exhibition hall which is available for both exhibitor staff and visitors

Each visitor shall be required to contribute € 30.00* for catering per exhibition day. Exhibitors may order VIP catering vouchers for any customers they may invite

On Friday evening, we will once again stage the popular Platformers' Days party in the exhibition hall. Exhibition staff with VIP catering vouchers is admitted free-of-charge; visitors are required to pay € 30.00[1] each for admittance

If exhibitors wish to invite customers to the Platformers' Days, they can obtain VIP catering vouchers at a reduced price[2] if they supply us with names and contact details in advance

The enclosed data carrier contains an Excel file for this purpose. The VIP catering vouchers are valid during the entire duration of the fair

Please enter all customers in the list and return it as an E-Mail attachment by 31 July at the latest

[1] Price at the ticket counter including VAT
[2] VIP catering vouchers for visitors at an extra reduced price of € 25.21 each instead of a regular price of € 75.63 each

Organiser Advertising Activities

We will see to communication and marketing in connection with the Platformers' Days. The following advertising activities will be implemented in the run-up to the trade fair:

Expansion and maintenance of the website www.platformers-days.de. Visitors can gather in-depth information about the event and register online. There will be links to all exhibitors' websites

Information to the most important target groups with mailings in March, May and July. We will not only contact the trade press and visitors from 1999 till 2011 but also hire firms of working platforms, cranes, forklifts and construction equipment

On request we provide exhibitors with labels for daily mail and reminder cards for mailings

We have established press co-operation with a number of trade magazines. The editors of magazines most important for visitors will cover the Platformers' Days in more detail. Editorial reporting will be supported by ads in these magazines. We recommend that exhibitors place ads in these magazines

The following advertising activities will be implemented locally:

- Sign-posting in the hotel and signs in the immediate environment of the trade fair

- In return for their registration, visitors will receive a lanyard free of charge

- The visitors will be registered and equipped with nameplates

- Registered visitors may participate in lectures/presentations free of charge

- There will be parking spaces available for visitors at the main entrance

- Platformers' Days-Party on Friday night

Advertising Recommendations For Exhibitors

We recommend that exhibitors inform their customers in detail on their participation at the trade fair. The following activities have been tried and tested:

Inform customers by mailings. We will provide exhibitors with reminder cards for mailings and labels for daily mail. They are in German and will be sent directly to exhibitors. Cards and labels can be requested with the fax form ’2012-02 Promotion Material’. Please return as soon as possible. Please take free-of-charge quotas for exhibitors into account

Placing Platformers' Days logo with reference to the trade fair on the company’s website with a link to www.platformers-days.de

Placing Platformers' Days logo with reference to the trade fair in ads

Exhibitors may give customers and visitors reduced admission tickets

We have established press co-operation with a number of trade magazines. The editors of magazines most important for visitors will cover the Platformers' Days more detail.

We recommend to place ads and press releases in following magazines:

- Baublatt Österreich
- Bauma Mobiles
- BühnenMagazin
- Cranes & Access
- Anwenderreport ‘höhenzugang‘
- KranMagazin
- Kran & Bühne
- Lectura Marktübersicht
- TDKv ‘Bühnenverleiher’
- Truck Mobiles

We recommend that the following action be taken locally during the trade fair:

Exhibitors may place lanyards, cups (mugs) and ballpoint pens with company imprint at the entrance which we will distribute to visitors free-of-charge

We will provide conference rooms in Hohenroda for component and service providers. Exhibitors may offer lectures/presentations free-of-charge for visitors

Press Co-operation Partners

We have organised a press co-operation with a selected number of trade magazines. The editors of magazines most important for visitors will cover the Platformers' Days in more detail. Editorial reporting will be supported by ads in these magazines

We recommend that exhibitors place ads in these magazines

The following magazines are press co-operation partners of Platformers' Days:

title	Baublatt Österreich	Kran & Bühne/Cranes & Access
publisher	specialmedia.com gmbh	Vertikal Verlag
contact	Karl Englert	Karlheinz Kopp
address	Siebenbrunnengasse 17	Sundgauallee 15
post code, location	1050 Wien/Österreich	79114 Freiburg
phone	+43 1 3100700 800	+49 761 8978660
fax	+43 1 3100700 600	+49 761 8866814
e-mail	karl.englert@specialmedia.com	khk@vertikal.net
web	www.baublatt.at	www.vertikal.net

title	Bauma Mobiles/Truck Mobiles	Lectura Marktübersicht
publisher	DAZ Verlagsgruppe	Lectura Verlag
contact	Jessica Zimmermann	Iva Thiel
address	An der Strusbek 23	Ritter-von-Schuh-Platz 3
post code, location	22926 Ahrensburg	90459 Nürnberg
phone	+49 4102 4787 12	+49 911 430899 15
fax	+49 4102 4787 98	+49 911 455928
e-mail	j.zimmermann@daz-verlag.de	it@lectura.de
web	www.bauma-mobiles.de	www.lectura.de

title	BühnenMagazin/KranMagazin	Anwenderreport höhenzugang
publisher	Hellmich Verlag	Wickenhöfer Medienbüro
contact	Martha Hellmich	Jürgen Wickenhöfer
address	Eichendorffstrasse 47	Minkelsches Feld 39
post code, location	64347 Griesheim	46499 Hamminkeln
phone	+49 6155 823030	+49 2852 94180
fax	+49 6155 823032	+49 2852 94181
e-mail	hellmich@kranmagazin.de	j.w@jwmedien.de
web	www.kranmagazin.de	www.höhenzugang.eu

Accommodation

During the exhibition, the hotel close to the fair ground is reserved for exhibitors and visitors of Platformers' Days. Exhibitors are requested to book rooms for their exhibition staff in time. Please indicate the keyword ‘Exhibitor Platformers' Days’. You will find the fax form ‘2012-01 Accommodation’ on the enclosed data carrier. Please return as soon as possible

In order to have enough rooms available for visitors, exhibitors are requested to include exhibition staff according to need. Starting 1 April, visitors may book rooms in the hotel and are informed in due time of this option. However, exhibitors are not to bear overnight accommodation expenses for visitors

Exhibitor room reservations are linked to participation. If an exhibitor withdraws the application for participation at Platformers' Days, the room reservation will also become void. The same applies to visitors which book rooms, having indicated the keyword ‘Exhibitor Platformers' Days’

The hotel also offers parking lots for caravans. Please inquire directly at the hotel for prices for handling and use of showers/breakfast

During the Platformers' Days (Wednesday to Sunday) it is only possible to book a room in the hotel close to the fair ground for a minimum of two nights

To be able to offer accommodation to all visitors and exhibitors we act jointly with hotels in the close area to Hohenroda. Later enquires for accommodation will be forwarded to other hotels when the hotel close to the fair ground is booked

For information on more hotels close to Hohenroda please refer to www.platformers-days.de

Visitors

On both days, there will be a comprehensive agenda for visitors. Exhibitors are given an opportunity to get actively involved in the creation of the agenda to attract attention

Visitors are required to pay € 30.00* per exhibition day for their participation at Platformers' Days. This fee includes:
- Welcome gift
- Catering on the exhibition ground: food and beverages
  - Friday until 6.00 pm
  - Saturday until 4.00 pm
- Participation in lectures on Friday

On exhibition ground visitors are given an opportunity to try and test the equipment on the site

The visitors are equipped with nameplates

We distribute lanyards as a welcome gift to visitors

We will provide conference rooms for lectures which exhibitors may use for presentations to visitors

Surveys conducted at previous events have shown that visitors of the Platformers' Days are mainly operators of lifts or cranes with the majority being permanent guests which come again every year

Practice-oriented presentation is recommended. The trade visitors know about the subject as they have to deal with it every day

* Price at the ticket counter including VAT. Special discount for registration in advance

Liability

Exclusion of liability
The organisers have not taken out insurance cover for the participating exhibitors and visitors. Insurance against damage to property, personal injury or pecuniary damage must be taken out and/or paid for by the exhibitors or visitors themselves. We recommend that each exhibitor take out a general liability insurance covering exhibitions and product presentations

Exhibitors do not have a legal claim to a placement on a certain spot on the exhibition ground

We reserve the right to exclude exhibitors from participation in the event of gross negligence

Exhibitors may only participate on payment of the full fee before the start of the trade fair

Payment/Rescission of Contract
Any notifications of participation in the trade fair as exhibitor are binding. The following fees shall be charged for rescission or cancellation:

Cancellation up to 180 days before the start of the trade fair, 25% of the agreed participation fee
Cancellation up to 120 days before the start of the trade fair, 50 % of the agreed participation fee
Cancellation up to 60 days before the start of the trade fair, 75 % of the agreed participation fee
Cancellation within less than 60 days before the start of the trade fair: the full participation fee

Amounts already paid shall not be reimbursed even if the exhibitor fails to participate

Unless stated otherwise, the prices mentioned above shall be excluding value-added tax

Our ‘Terms Of Business And Conditions For Participation For Exhibitors In Platformers' Days’ are understood as agreed

Terms Of Business And Conditions For Participation For Exhibitors In Platformers' Days

Framework of Agreement
By registering for the exhibition, the exhibitor acknowledges and accepts all aspects of the following conditions for participation at the Platformers' Days. All these conditions shall collectively define the legal framework for participation at the exhibition unless otherwise agreed upon by the parties. The prior written consent of the organisers shall be required for the exhibitor to assign the rights and obligations arising from or in connection with this agreement to a third party.

Conclusion of agreement
The participation as exhibitor at the exhibition is confirmed by submitting a completed registration form. The participation agreement between the exhibitor and the organiser takes effect once the organiser has dispatched the invoice for the participation together with the general guidelines for exhibitors. A separate confirmation is not obligate.

Eligibility
The following exhibits/exhibition items are permitted:
Lifting and access equipment with the purpose of which is to lift people or material and services and items which are directly related to application, operation, maintenance, servicing and hiring lifting and access equipment.

Allocation of stand space
The organiser shall allocate stand space in consideration of the offered products or services, and is not obligated to fulfil specific requests for allocation of a particular stand size. The organiser reserves the right to deviate from the map for hall and exhibition ground by subsequently allocating a different location, or altering the size of the stand, or shifting and/or closing entrances and exits to the exhibition ground and halls, or undertaking any such structural alterations, provided the organiser has interest in such actions necessitated by extraordinary circumstances.

Stand design, construction and use
The exhibitor shall be responsible for the construction, design and safety of his stand, in accordance with the general regulations and technical regulations in Germany. To preserve the unique characteristics of the exhibition, the exhibitors undertake to observe the following principles on participation: 1. Normal exhibition stands are dispensed with. Each exhibitor is, however, granted an opportunity to set up a garden pavilion or marquee. Containers and superstructures are not permitted. 2. Exhibitors in the exhibition hall will be equipped with ready-made exhibition stands including power connection, chairs, tables and partition walls. 3. The only stand equipment permitted is flags and literature racks; customised advertising panels and signs are not to be set up. 4. Catering during the exhibition has been seen to. No catering by exhibitors is necessary.
Exhibits must be set up to not disturb other exhibitors or visitors acoustically or visually. In case of non-compliance, the organiser may forbid displays that are a disturbance or nuisance. Only registered exhibits may be displayed. The organiser is entitled to remove exhibits which have not been registered as well as decal information on the removed exhibits.

Co-Exhibitors/Other participants
Several companies may share a stand area only if the main exhibitor has listed all such firms in the application form for inclusion as co-exhibitors, and which have been approved by the organiser. Any firm, which is offering products or services at the stand, must be registered as a co-exhibitor. The fee, charged for inclusion of co-exhibitors, is always invoiced to the co-exhibitor. Co-exhibitors are also subject to the terms of these conditions for participation. If any exhibitor fails to register co-exhibitors or gives incomplete or incorrect information about co-exhibitors in the application form, the organiser shall use its discretion to compute and charge participation fee to the main exhibitor. If several companies wish to participate with a common stand they shall authorize a common representative for the organisation of the stand. Joint exhibitors shall be jointly and severally liable for the participation fee and charges for any services used.

Terms of payment
Settlement of the invoiced amounts in full an on time is a prerequisite for the right to participate as exhibitor at the Platformers' Days. The exhibitor shall not be entitled to demand interest on the deposit. The organiser reserves the right to charge interest on overdue payment. After the exhibition, a final statement will be issued for the services ordered. All invoices must be paid in EUR in full by bank transfer to the account stated on the invoice. Until receipt of the payment in full the organiser reserves the right to prohibit the exhibitor and any co-exhibitor from participating at the exhibition. Joint main exhibitors and co-exhibitors shall be jointly and severally liable as debtors of the organiser for any obligations that arise from or in connection with the participation and ordering of services. The exhibitor may request to appoint a third party to be invoiced for the participation fees and service charges. This authorization shall become effective once the organiser receives the completed application form for the participation legally signed and executed by the exhibitor and authorized invoice recipient. All prices are subject to the statutory German VAT. Important note for foreign exhibitors: Foreign businesses may request a refund of the VAT by applying to the Federal Tax Office.

Reservation of rights
The organiser shall be entitled to cancel the exhibition at is discretion, if it appears to be uneconomic. The reciprocal obligations of the contractual parties shall become void following such a cancellation. No claims for refunds or damages shall arise from the cancellation, whereby the organiser will refund any payments received from exhibitors for services not yet rendered. All services offered are based on the resources and capacities available. The organiser shall therefore, be entitled to postpone, curtail, temporarily close in part or in whole, or completely cancel the planned exhibition for just cause, such as labour dispute or events beyond its control. In the event of complete or partial postponement or curtailment of the exhibition, the agreement shall be deemed executed for the new date and duration, unless the exhibitor objects in writing within a period of two weeks of notification of the alteration. The exhibitor shall not be entitled to any reduction of the contractual fee.

Exclusion of liability
The organiser does not undertake to safeguard exhibits or stand equipment/fixtures. The organiser shall be liable to the extent prescribed by the law for damage claims by the exhibitor arising from malicious conduct or gross negligence on the part of the organiser. Unless the organiser is charged with culpable breach of its contractual duties or violation of a material provision in the agreement, its liability shall be limited to foreseeable damages under such agreements. Nevertheless, the organiser shall be liable for culpable endangerment to life or bodily injury. Unless other stated above, the organiser shall be excluded from any liability for damages, regardless of the legal nature of the claim. This applies in particular to damage claims for violations of the principles of good faith in contracting, neglect of duty, or claims of property damage or financial losses pursuant to § 823 of BGB (German Civil Code). The exhibitor shall not be entitled to reduction of the participation fee, unless an attempt to remedy the problem is unsuccessful or unless the organiser fails to take steps to alleviate the problem, despite being granted a reasonable grace period. These liability regulations shall apply to all services performed by the organiser in connection with the exhibitor's participation at the exhibition.

Premature termination of participation agreement
The organiser may, at its discretion, accept an exhibitor's request for partial or complete withdraw from the exhibition subsequent to execution of a binding registration or participation agreement, subject to payment of a cancellation charge. The amount to be paid is listed in the following schedule, governed by the following factors: The point of time at which the organiser receive the exhibitor's written notice or withdraw from participation in the fair and the participation fee that would have been due for the participation:
Cancellation up to 180 days before the start of the exhibition, 25% of the agreed participation fee
Cancellation up to 120 days before the start of the exhibition, 50 % of the agreed participation fee
Cancellation up to 60 days before the start of the exhibition,
75 % of the agreed participation fee
Cancellation within less than 60 days before the start of the exhibition: the full participation fee.
Amounts already paid shall not be reimbursed even if the exhibitor fails to participate. The organiser shall, without forfeiting its right to file additional claim, be entitled to rescind or terminate the promise for participation or further agreements, if the exhibitor defaults to meet his contractual obligations and those under the conditions of participation or the supplementary conditions for participation. The organiser shall likewise be entitled to terminate the agreement without notice, if the exhibitor does not or no longer fulfils the prerequisites of the participation. This shall also apply if the exhibitor suspends payment or his assets are the subject of bankruptcy or similar proceedings in his country of domicile, or if the exhibitor's company is in the process of liquidation.

Claim procedure, place of performance, place of jurisdiction
Any claims by the exhibitor against the organiser must be in writing, subject to a statue of limitations of 12 month from the end of the exhibition. Any agreements that deviate from these or supplementary provisions must be in writing, whereby facsimile signatures shall suffice. This agreement shall be governed exclusively by the law of Germany, the wording in German shall be deemed authentic, and jurisdiction shall be in Stadthagen, Germany. The organiser reserves the right to file its claims in a court at the exhibitor's place of business.

Supplementary provisions
The general regulations of the organiser for exhibitions, product categories, and organizational, technical, and miscellaneous provisions, all of which are sent to the exhibitor before the exhibition opens, shall collectively constitute the agreement for participation. The conditions that especially apply are stated in the general guidelines, which contain both specific services deemed obligatory and other subjects to charge.
The organiser is authorized to dispose of any items at the exhibitor's expense, which where not removed during the dismantling period later than 30 days after the exhibition is closed. The organiser is not obligated to store such items before disposing of them. The organiser shall be entitled to sell the item for own account.